

# Michael W. White

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## EDUCATION

**Columbia Business School**, Columbia University, New York, NY

Ph.D., **Management** (Organizational Behavior)

Expected 2025

**Elmhurst University**, Elmhurst, IL

B.S. with Honors in Psychology and Philosophy, *Summa Cum Laude*

2018

Honors Thesis: *Give a Dog a Bone: Spending on Pets Promotes Happiness*

Advisor: Elizabeth A. Majka

## PUBLICATIONS

1. Martinez, M.J., Dixit, D., **White, M.W.**, & Rieder, E.A (2023). Motivations for seeking cosmetic enhancing procedures of the face: A systematic review. *Dermatologic Surgery*, 10, 1097.
2. Davidai, S., **White, M.W.**, & Gregorich, G. (2022). The fear of conflict leads people to systematically avoid potentially valuable zero-sum situations. *Scientific Reports*, 12, 17944.
3. **White, M.W.**, Khan, N., Deren, J., Sim, J.J., & Majka, E.A. (2022). Give a dog a bone: Spending on pets promotes happiness. *The Journal of Positive Psychology*, 17(4),589-595.
4. Majka, E.A., **White, M.W.**, Bowling, L., Garcia, R., Skinner, T., Bennett, K.F., Bernstein, M.J., & Sim, J.J. (2020). The affiliative consequences of same-race and cross-race mimicry. *The Journal of Social Psychology*, 160(5), 603-612.
5. Siddiqui, S., **White, M.W.**, Schroeder, A.L., DeLuca, N., Leszczynski, A., & Raimondi, S.L. (2018). Aberrant DNMT3B7 expression correlates to tissue type, stage, and survival across cancers. *PLOS ONE* 13(8), e0201522.

## MANUSCRIPTS UNDER REVIEW (\*denotes equal authorship)

6. Levine, E.E.\*, Jensen, S.L.\*, **White, M.W.\***, & Huppert, E. Lying is sometimes ethical, but honesty is the best policy: The desire to avoid harmful lies leads to moral preferences for unconditional honesty. *Under 2<sup>nd</sup> round review*.
7. Matz, S.C., Beck, E.E., Atherton, O.E., **White, M.W.**, Kim, M., Rauthmann, J.F., Mroczek, D., & Bogg, T. The promise of personality science in the digital age: How psychological targeting can be used to personalize behavior change interventions at scale. *Revising for 2<sup>nd</sup> round review*.
8. **White, M.W.**, Levine, E.E., & Kristal, A. Are rules meant to be broken? The effects of consistency and discretion on interpersonal trust. *Under 1<sup>st</sup> round review*.

## SELECTED RESEARCH IN PROGRESS (\*denotes equal authorship)

1. **White, M.W.**, King, S.M., & Levine, E.E. The good in evil: Decision-makers overestimate the reputational costs of necessary evil. *Manuscript in preparation*.

2. **White, M.W.**, Abraham, M., & Matz, C. Organizational claims and job seeker inclusivity. *Manuscript in preparation*.
3. **White, M.W.**, Bailey, E.R., Iyengar, S. & Akinola, M. Systematic overestimation of online debate increases Americans' hopelessness about the future. *Data collection*.
4. **White, M.W.**, & Akinola, M. Awe and authenticity. *Data collection*.
5. **White, M.W.**, & Akinola, M. Awe and inclusive behavior in organizations. *Data collection*.
6. Martinez, M.J., **White, M.W.**, Bailey, E.R., & Iyengar, S. Elective cosmetic enhancements, felt authenticity, and subjective well-being. *Data collection*.

### AWARDS, FELLOWSHIPS, & HONORS

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Outstanding Teaching Assistant Award, Dean's Office, Columbia University (2023)  
 John M. Chapman Fellowship and Research Award, Columbia University (2022)  
 Office of the Provost's Diversity Recruitment Fellowship, Columbia University (2020)  
 Bluejay (Student) of the Year, Elmhurst University (2018)  
 Psychology Department Senior of the Year, Elmhurst University (2018)  
 Elmhurst University Honors Program Summer Fellows (2017)  
 National Science Foundation REU NYU Conference Travel Award (2017)  
 Faculty-Staff Merit Scholarship, Elmhurst University (2017)  
 Psychology Department Junior of the Year, Elmhurst University (2017)  
 Psychology Department Sophomore of the Year, Elmhurst University (2016)  
 Psi Chi, The International Honor Society in Psychology, Initiate (2016)  
 Elmhurst University Dean's List (2014-2018)  
 Elmhurst University Presidential & Enrichment Scholar Program (2014-2018)

### COMPETITIVE GRANTS & FUNDING

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**White, M.W.**, Abraham, M., & Matz, S. (2022). *Organizations Recruit More Inclusive Employees via Costly Diversity-Focused Claims*. The Sanford C. Bernstein & Co. Center for Leadership and Ethics (\$5,000 USD).

**White, M.W.**, Akinola, M., Iyengar, S., & Kaczmarek, S. (2021). *Bridging moral divides starts in the body: Exploring the underlying psychophysiology of moral conversations*. Tamer Center for Social Enterprise (\$160,000 USD).

**White, M.W.**, & Levine, E.E. (2018). *Exploring predictions on the interpersonal consequences of punishment*. Psi Chi Undergraduate Research Grants (\$1440 USD).

Majka, E.A., Sim, J.J., **White, M.W.**, Khan, N., & Deren, J. (2018). *Spending on pets to boost well-being?* Center for Scholarship and Teaching, Elmhurst University (\$750 USD).

**White, M.W.** & Majka, E.A. (2018). *The road to happiness: Self-enhancement via prosocial spending*. Swords Grant, Elmhurst University (\$1000 USD).

**White, M.W., & Majka, E.A.** (2017). *Exploring social motivation as an antecedent to prosocial spending*. Psi Chi Undergraduate Research Grants (\$1300 USD).

Majka, E.A., & **White, M.W.** (2017). *The attitude similarity attraction effects is moderated by attitude strength*. Center for Scholarship and Teaching Showcase Grant Program, Elmhurst University (\$500 USD).

## CONFERENCE PRESENTATIONS

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“Awe”-thenticity: Awe promotes felt and behavioral authenticity

- *Society for Personality & Social Psychology Annual Conference, Atlanta, GA (2023)*

Systematic overestimation of online debate increases Americans’ hopelessness about the future

- *Society for Personality & Social Psychology Annual Conference, Atlanta, GA (2023)*

The good in evil: Decision-makers overestimate the reputational costs of necessary evil

- *Society of Judgment and Decision-Making Annual Conference, San Diego, CA (2022)*
- *Academy of Management Annual Conference, Virtual (2020)*

Felt authenticity and elective cosmetic enhancements

- *Society for Personality & Social Psychology Annual Conference, San Francisco, CA (2022)*
- *East Coast Doctoral Conference Annual Conference, New York City, NY (2022)*

Lying is sometimes ethical, but honesty is the best policy: The desire to avoid harmful lies leads to moral preferences for unconditional honesty

- *Academy of Management Annual Conference, Virtual (2022)*
- *International Association of Conflict Management Annual Conference, Virtual (2022)*
- *Academy of Management Annual Conference, Virtual (2020)*
- *International Association of Conflict Management Annual Conference, Virtual (2020)*
- *Society of Judgment and Decision-Making Annual Conference, Virtual (2020)*
- *Society of Judgment and Decision-Making Annual Conference, Montreal, QC (2019)*

Zero-sum aversion

- *Society of Judgment and Decision-Making Annual Conference, Virtual (2021)*

Give a dog a bone: Spending on pets promotes happiness

- *Society for Personality & Social Psychology Annual Conference, Portland, OR (2019)*
- *Midwestern Psychological Association Annual Conference, Chicago, IL (2019)*

Rules are (often) meant to be broken: The effects of consistency and discretion on interpersonal trust.

- *Academy of Management Annual Conference, Chicago, IL (2018)*
- *International Association of Conflict Management Annual Conference, Philadelphia, PA (2018)*

## INVITED TALKS

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Elmhurst University, Department of Psychology (2021)

## TEACHING EXPERIENCE

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### Columbia Business School

- Family Business Management
  - Summer 2022
- Innovation Salon (MBA; Teaching Assistant)
  - Fall 2020, Spring 2021, Fall 2021, Spring 2022
- LEAD 360 (MBA; Teaching Assistant)
  - Head TA, managed a team of nine TAs
  - Fall 2020, Spring 2021, Fall 2021, Spring 2022, Fall 2022, Spring 2023
- Managerial Negotiations (MBA; Teaching Assistant)
  - Fall 2020, Spring 2021, Summer 2021, Fall 2021, Spring 2022, Fall 2022
- Power and Influence (MBA; Teaching Assistant)
  - Spring 2023
- Strategy Formulation (MBA; Teaching Assistant)
  - Fall 2022
- Think Bigger (MBA, Undergraduate, MA, & MD; Teaching Assistant)
  - Spring 2021, Spring 2022

### University of Chicago Harris School of Public Policy

- The Social Psychology of Behavior in Organizations (Undergraduate & MA; Teaching Assistant)
  - Spring 2019

## RELATED EXPERIENCE

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### Center for Decision Research, Chicago Booth School of Business, Chicago, IL

Lab Manager, PI: Dr. Roseanna Sommers (2019 – 2020)

Lab Manager, PI: Dr. Emma Levine (2018 – 2020)

### Department of Psychology, Elmhurst University, Elmhurst, IL

Social Psychology Research Assistant, PI: Dr. Elizabeth A. Majka (2015-2018)

Honors Summer Fellow, PI: Dr. Elizabeth A. Majka (2017)

### Department of Psychology, New York University, New York, NY

NSF Summer Fellow, Social Perception, Action, and Motivation Lab, PI: Dr. Emily Balcetis (2017)

### Department of Biology, Elmhurst University, Elmhurst, IL

Cell Biology Research Assistant, PI: Dr. Stacey Raimondi (2016-2017)

### Department of Philosophy, Elmhurst University, Elmhurst, IL

Philosophy Lab Research Assistant, PI: Dr. Katrina Sifferd (2016-2017)

## UNIVERSITY SERVICE

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<i>Program Coordinator</i> , Columbia University, Columbia Undergraduate Business Scholars	2020 - present
<i>Panelist</i> , Elmhurst University, Keystone Stem-inar Panel	2020
<i>Panelist</i> , University of Chicago, Center for Decision Research Graduate Student Panel	2020
<i>Panelist</i> , Elmhurst University, Honors Program Admissions Event Student Panel	2018

	Updated 1/15/23
<i>Organizer</i> , Elmhurst University, Residence Life Paraprofessional Development Series	2017-2018
<i>Student Representative</i> , Elmhurst University, VP Student Affairs Search Committee	2017
<i>Panelist</i> , Elmhurst University, Honors Program Admissions Event Student Panel	2017
<i>Student Representative</i> , Elmhurst University, VP Academic Affairs Search Committee	2017
<i>Workshop Organizer</i> , NYU College Prep Academy, “Who we perceive as leaders”	2017
<i>Program Mentor</i> , Elmhurst University, Keystone Program	2015-2017